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1906
HEIKES--HUNTSVILLE--TEELS.

The Huntsville Wholesale Nurseries.

JANUARY

RECEIVED
Huntsville, Ala.

1908

Price List JAN 15 1908



FOR THE TRADE ONLY

Special Mention.

"BARGAIN COUNTER." We have placed Kieffer pears and Japan Golden Russet pears on the "Bargain Counter" until our surplus is reduced. You need not pay any attention to our quoted prices on them; but write us for the "Bargain Counter" prices on any number, large or small, that is needed. They are as fine as we have ever grown, both one and two years old.

BARTLETT PEARS. All sold. Will have the finest stock ever made for next year.

PEACHES. **The Mayflower**, introduced by Mr. J. Van Lindley, Pomona, N. C. The earliest of all peaches. Mr. Lindley has tested this variety in his orchard for the past four years. It is a good peach and red all over. Brought \$3.50 per crate this year, Will supersede Victor and Sneed. Trees \$15 per 100.

The Yellow Swan, a yellow peach, comes next and will supersede Alexander, Triumph and Admiral Dewey and laps over into the season of Greensboro seriously. This variety is sold under a trade mark and cannot be sold for less than \$150 per 1000.

Arp Beauty is next in value to Yellow Swan. It is a better flavored peach and has a finer shade of yellow than Yellow Swan; not quite as large, ripens a little later and probably will not bear shipping quite as well. Season between Yellow Swan and Greensboro—laps over into the season of both of these varieties.

We will have several Elberta seedlings of unusual merit ripening earlier and later than Elberta to offer next season.

CHERRIES. See our offer on another page of the smaller grades. We had a crop of 326,000 to sell; but the $\frac{3}{4}$ and up and $\frac{5}{8}$ to $\frac{3}{4}$ are all sold.

PECANS. **The Taylor.** This is a variety of our introduction and so far has not been propagated by any one else. The Scoring Committee appointed by the National Nut Growers' Association which made its report at the meeting at Scranton, Miss., gave the Taylor Pecan the highest score of any nut so far passed upon. Price of the Taylor \$10 per 10. Orders will not be received for a less number than ten.

DISTRIBUTING POINTS. We wish to call special attention to the advantages we offer in freight rates and quick time through our distributing points. This arrangement will be found of great advantage to those buying in less than car lots.

HEIKES-BILOXI NURSERIES CO. The grafted Pecans, Japanese Persimmons, Figs and Magnolias offered in this list are grown at our branch nurseries at Biloxi, Miss., the other things listed are grown in our nurseries at Huntsville, Ala. We offer for sale only what we grow.

INSPECTION. The trees in our nurseries are free from disease and pernicious insects. As far as we know there is no San Jose Scale, Yellows or Rosette in this county. Our card with inspector's certificate is placed on all boxes and packages.

The Huntsville Wholesale Nurseries.

JESSIE S. MOSS, PROPRIETOR.

W. F. HEIKES, MANAGER.

References: W. R. Rison Banking Company, Huntsville, Ala., and the Mercantile Agencies.

FALL OF 1907 AND SPRING OF 1908.

HEIKES HUNTSVILLE TREES.

JANUARY 11, 1908.

The publication of this list abrogates previous quotations. Except where prices are agreed upon these quotations are subject to change without notice.

The usual Terms and Conditions govern these quotations.

Combination Car Lots.

These prices are based on delivery to station at Huntsville, the price of boxes to be added. In car lots in bulk no charge will be made for packing.

To those who order in less than car lots and wish to take advantage of our plan to deliver to Distributing Points we must add to the prices quoted in this list the cost of freight from Huntsville to these points on a car lot basis, and we will then prepay the freight to the point of distribution. This plan insures low freight rates and quick time. Such orders will be packed in boxes at Huntsville and combined to make up car lots and shipment promptly made to distributing points and forwarded from there over the various railroads to destination. Car lot orders will go direct from Huntsville to destination, and can be shipped at any time after September 20th to March 15th, except a short time in mid-winter.

Distributing Points.

We are making St. Louis, Mo., Rochester, N. Y., Philadelphia, Pa., Dallas, Texas, Fresno, Cal., Portland, Ore., and Grand Junction, Colo., distributing points for orders in less than car lots, to be shipped from Huntsville on the dates named below. No charge for drayage or transfer at these points.

FOR ST. LOUIS—Early shipments from September 20th to October 10th; late shipments from October 25th to December 10th, and in Spring.

FOR PHILADELPHIA AND ROCHESTER—November 1st and in Spring.

FOR DALLAS, TEXAS—October 10th to December 15th.

FOR FRESNO, CAL.—November 15th to December 15th.

FOR PORTLAND, ORE.—November 1st to December 15th.

FOR GRAND JUNCTION, COL—October 15th to December 1st and in Spring.

This offer to ship to distributing points will not apply if shipment is required at other than the above named dates; but at other times we can ship direct from Huntsville to destination.

For 100 rates add 1 cent each; for 10 rates add $2\frac{1}{2}$ cents each to the 100 rates.

The pears we offer are all worked on French Pear Seedlings 7-12 mm, branched roots, except some Magnolia and Japan Golden Russet, which are on No. 1 Japan Pear Seedlings. Kieffer, LeConte and Garber Pears from grafts, as well as other varieties from buds, grow up tall and straight in one year of sufficient height to be cut back to the proper height to form heads for two year old trees.

KIEFFER, GARBER AND LeCONTE PEARS--Two Years, Grafted on French Pear Seedlings.

GRAFTED PEARS.	Fodder.	Folder.	Follow.	Fondle.	Foolish.	Forage.	Foxy.
	5 to 7 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	$3\frac{1}{2}$ to $4\frac{1}{2}$ ft	3 to 4 ft	2 to 3 ft
Two Years	$\frac{3}{4}$ to 1 in.	$\frac{5}{8}$ to $\frac{3}{4}$	9-16 to $\frac{5}{8}$	$\frac{1}{2}$ to 9-16	7-16 to $\frac{1}{2}$		
On French Seedl'gs	Per M \$75	Per M \$65	Per M \$60	Per M \$50	Per M \$45	Pr M \$40	Pr M \$30
Kieffer	15000	10000	7500	5000	4000	2000	1500
Garber	4000	6000	4000	2500	2000	1000	500
LeConte	500	500	900	500	100	500	...

KIEFFER, LeCONTE AND GARBER PEARS--One Year, Grafted.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched	Fabric	\$70 00
One year, 4 to 5 feet, not branched	Fable	60 00
One year, 3 to 4 feet, not branched	Farmer	50 00
One year, $2\frac{1}{2}$ to 3 feet, not branched	Farther	45 00
One year, 2 to $2\frac{1}{2}$ feet, not branched	Fashion	35 00
One year, 1 to 2 feet, not branched	Fathom	25 00

Grafting Against Budding Kieffer Pear Trees.--We propagate Kieffer pears by grafting. We use for this purpose branched French Pear Seedlings 7-12 millimeters, the finest stocks that can be bought. We use only the collar cut and prune the branches close so that every branch throws out one or more fibrous roots. In this way the finest root system possible is produced. We have tried grafting Kieffers on the second cut. While a reasonably good stand can be got from such grafts the roots of the trees are far from satisfactory, and we have ceased to make such grafts and have no trees on hand grown from second cuts. Some of our nursery friends are talking budded Kieffers in preference to grafted Kieffers. Now those who practice budding Kieffers usually economize by using French Seedlings 5-7 millimeters and must hasten the season of budding to get the buds in before the Leaf Blight checks the growth of the seedlings. A little later the leaves drop and the seedling stands practically bare of foliage the remainder of the Summer and Fall. It is unreasonable to expect that a tree propagated under such conditions can compare with a Kieffer tree grown from graft which makes a healthy growth from the start and holds its foliage perfectly until late in the Fall. It takes a year longer to bring a budded Kieffer into market than one grown from grafts, and then Kieffer graft excels in caliber. We have one block of two-year Kieffers which were cut back near the ground at one year old which have the appearance of buds which we can supply to those who prefer to buy trees in this shape.

STANDARD PEARS--Two Years, Budded on French Pear Seedlings.

PEARS. Standard.	Feather	Feeble	Follow	Felon	Festal	Fetter
Two Years.	5 to 7 feet	5 to 6 feet	4 to 5 feet	4 to 5 feet	$3\frac{1}{2}$ to $4\frac{1}{2}$ ft.	3 to 4 ft.
Budded.	$\frac{3}{4}$ to 1 in.	$\frac{5}{8}$ to $\frac{3}{4}$	9-16 to $\frac{5}{8}$	$\frac{1}{2}$ to 9-16	7-16 to $\frac{1}{2}$	Pr M \$60
Howell	Per M \$90	Per M \$80	Per M \$70	Per M \$65	Pr M \$60	Pr M \$50
Koonee	300	1100	1500	500	400	700
Smith's	900	...	...	...	1200	1500
Jap. Golden Russet	5000	4000	2000	2000	1000	500
Early Harvest	...	500	...	...	...	700
Duchess	...	...	...	...	150	150

STANDARD PEARS--One Year, Budded.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched	<i>Fossil</i>	\$90 00
One year, 4 to 5 feet, not branched	<i>Foster</i>	80 00
One year, 3 to 4 feet, not branched	<i>Founder</i>	70 00
One year, 2 to 3 feet, not branched	<i>Falter</i>	50 00
One year, 1 to 2 feet, not branched	<i>Fame</i>	35 00

VARIETIES—Koonce, Early Harvest, Howell, Duchess d'Angouleme, Lawrence, Japan Golden Russet, Smith, Magnolia.

DWARF PEARS.	Each	Eager	Eagle	Earned	Early	Earnest	Earth
Two Years. Budded.	$\frac{3}{4}$ & up	11-16 to $\frac{3}{4}$	$\frac{5}{8}$ to 11-16	9-16 to $\frac{5}{8}$	$\frac{1}{2}$ to 9-16	3 to 4 ft.	2 to 3 ft.
Duchess d'Angouleme	140	...	350	270	150	100	150

PLUM TREES—On Marianna Plum. One Year.

Plum Trees.	Lesson	Liking	Limber	Limpid	Linger	Liquor	Ladder	Letter
On Marianna	$\frac{3}{4}$ & up	$\frac{5}{8}$ to $\frac{3}{4}$	9-16 to $\frac{5}{8}$	$\frac{1}{2}$ to 9-16	7-16 to $\frac{1}{2}$	3 to 4 ft	2 to	1 to 2 ft.
Plum,	5 to 6 ft.	4 to 6 ft.	4 to 5 ft.	4 to 5 ft	$\frac{3}{2}$ to 4 $\frac{1}{2}$ ft.			
One Year,	Pr M \$85	Pr M \$75	Pr M \$60	Pr M \$50	Per M \$45	Pr M \$40	Pr M \$35	Pr M \$30
Abundance	100	...	...	...	...	...	...	...
Burbank	150	...	...	...	...	...	...	...
Red June	50	...	...	...	...	...	1000	...

PEACH TREES—On Peach. Leading Varieties.

Our peach trees are budded on seedlings grown from Tennessee and Alabama natural pits. They are free from Aphis, Root-knot and Crown-Gall. We can supply beautiful large, medium and small-sized trees. The land upon which our peach trees are grown produces a well-matured tree, with fine fibrous roots. The San Jose Scale, Yellows and Rosette are unknown in this section and we have been careful not to bring in any buds from affected localities.

Peach Trees	Rancor	Ransom	Rather	Rattle	Recite.	Reserve.	Resource	Render
One Year,	6 to 8 ft.	5 to 6 ft.	4 to 6 ft	4 to 5 ft	$3\frac{1}{2}$ to $4\frac{1}{2}$ ft	3 to 4 feet	2 to 3 ft	1 to 2 ft.
On	$\frac{3}{4}$ to in.	$\frac{5}{8}$ to $\frac{3}{4}$	9-16 to $\frac{5}{8}$	$\frac{1}{2}$ to 9-16	7-16 to $\frac{1}{2}$	$\frac{3}{8}$ to 7-16		
Peach Stock	Pr M \$50	Pr M \$50	Pr M \$45	Pr M \$40	Pr M \$35	Per M \$25	Pr M \$22.50	Pr M \$15
Admiral Dewey	140	230	210	400	410	480	...	...
Arp Beauty	...	...	...	...	...	...	...	200
Alexander	170	430	...	...	...	...	120	1150
Beers Smock	110	...	...	...	2660	3250	4300	500
Belle of Ga.	2100	...	380	...	180	450	2400	2700
Chair's Choice	350	150	...	...	800	...	1940	...
Carman	...	...	...	...	...	980	280	2400
Crawford's Late	...	...	...	...	...	2260	1730	...
Champion	...	...	...	...	100	180	130	...
Emma	...	...	...	...	9370	6150	1200	...
Elberta	...	...	...	130	...	580	720	1500
Fitzgerald	...	40	60	160	70	100	100	75
Grady	10	35	60	70	...	...	...	...
Greensboro	...	...	...	70	190	200	700	470
Globe	...	20	70	...	...	...	860	950
Heath Cling	...	...	9	...	1600	2140	2720	2975
Hiley (Ea. Belle)	350	...	...	...	...	20	1060	1150
Krummel's Late	...	19	...	...	240	1040	700	1100
Lemon Cling	...	...	...	...	...	25	160	150
Mayflower	...	...	...	...	...	...	...	...
Mamie Ross	...	...	...	...	...	...	...	...
Mountain Rose	...	10	40	...	...	...	380	1150
Old M. Cling	...	...	...	30	...	...	...	...
Old M. Free	40	...	...	...	...	...	1180	900
Reeve's Favorite	...	...	...	...	...	1360	2560	2400
Salway	...	...	...	...	...	...	1200	1400
Stinson's Oct.	...	...	...	...	320	1400	1900	3000
Slaphey	...	...	...	...	...	180	...	110
Stump	...	40	35	...	700	2120	740	550
Sneed	...	...	...	...	...	...	2600	800
Triumph	...	70	50	190	210	400	900	520
Victor	...	...	...	90	280	860	1000	1200
Waddell	320	90	...	420	400	380	650	350
Yellow Swan	390	640	550	470	630	570	380	...

The price of Mayflower and Yellow Swan is \$15 per 100, any size.

PEACH TREES. June Buds.

Peach Trees.	Jacket.	Jargon	Jasper	Jealous	Jeopard	Jersey	Jester
	4 to 5 ft	4 to 5 ft	3 to 4 ft	3 to 4 ft	2 to 3 ft.	18 to 24 in.	12 to 18 in.
June Buds.	9-16 to $\frac{5}{8}$	$\frac{1}{2}$ to 9-16	7-16 to $\frac{1}{2}$	$\frac{3}{8}$ to 7-16			
	\$45 Pr M	\$40 Pr M	\$35 Pr M	\$25 Per M	\$22.50 Pr M	\$20 Per M	\$12.50 Pr M
Arp Beauty.....	1150	380	85				
Belle of Ga.....	1660	1750	1740	400	120	240	400
Carman.....		300					1200
Crawford's Late.....					1360	260	1900
Champion.....					640	2140	1000
Chair's Choice.....					1060	1000	1050
Elberta.....		300	31180	46180	61760	48230	23200
Hiley (Ea. Belle).....				158		340	525
Krummel's Late.....			360	500	1560	780	550
Reeve's Favorite.....					910	1180	1200
Salway.....					3000	5700	2800
Waddell.....					320	520	400

PLUM TREES--Two Years. On Marianna Plum.

Americana Plums.	Hammer	Happen.	Harden.	Harrow.	Hasten.	Hatter.	Haven
Two Years on Marianna.	5 to 6 feet	5 to 6 feet	5 to 6 feet	4 to 5 feet	to 5 feet	$3\frac{1}{2}$ to $4\frac{1}{2}$ ft	3 to 4 ft
Well Branched.	$\frac{3}{4}$ to 1 in.	11-16 to $\frac{3}{4}$	$\frac{5}{8}$ to 11-16	9-16 to $\frac{5}{8}$	$\frac{1}{2}$ to 9-16	7-16 to $\frac{1}{2}$	
	\$80 Pr M	\$75 Per M	\$70 Per M	\$60 Per M	\$50 Per M	\$40 Per M	\$35 Pr M
DeSoto.....	1500	1000	1400	1460	1300	1200	1800
Forest Garden.....	1800	1800	1200	600	650	350	300
Hawkeye.....		800	550	550	350	200	150
Klondike.....			20	150	200	80	160
Stoddard.....	650	600	750	500	400	200	250
Wolf.....	90	600	400	200	350	150	200
Wyant.....		250	190	1100	1350	1500	1900

CHERRY TREES--Two Years. On Mahaleb.

Cherry Trees.	Object	Oblong	Octave	Office	Onward	Order	Organ
	5 ft. & up	$4\frac{1}{2}$ to $5\frac{1}{2}$ ft	$3\frac{1}{2}$ ft. & up	3 ft. & up	3 to 4 ft.	2 to 3 ft.	1 to 2 ft.
Two Years on Mahaleb.	$\frac{3}{4}$ to 1 in.	$\frac{5}{8}$ to $\frac{3}{4}$	9-16 to $\frac{5}{8}$	$\frac{1}{2}$ to 9-16	Pr M \$65	Pr M \$50	Pr M \$40
	Pr M \$200	Pr M \$175	Pr M \$125	Pr M \$100			
Early Richmond.....		1960	8870	9370	6720	4700	2400
English Morello.....						50	460
Baldwin.....		670	760	1110	1670	1250	1500
Dyehouse.....	100	1630	2650	3300	3730	1040	980
Montmorency.....		1500	5000	6000	7000	4000	1500
Terry.....	80	760	1660	2600	2300	770	480
Suda.....			1040	590			80
Wragg.....			2140	2350	3700	2040	2140

Cherry Trees--Transplanting Terms.

We have a larger proportion of the smaller grades in our two-year cherries this year than usual. We propose to sell the $\frac{1}{2}$ to 9-16, 3 to 4 feet and 2 to 3 feet, on transplanting terms. Payable May 15th, 1908, or if preferred a note will be accepted bearing same date as the invoice payable May 15th, 1909, with interest at 7 per cent added from May 15th, 1908, to May 15th, 1909. Shipment will be made either this Fall or next Spring. See Combination Car Lots on 3rd page. These trees are finely rooted, smooth and nice for their size. On good soil they should make handsome trees for retailing in one season's growth. Cherry trees will be scarcer next year than this. The crop in this neighborhood will be less than for many years and the nurseryman who has some cherry trees growing in his nursery will have something on hand on a par with gold.

HUNTSVILLE PECANS—One Year. Best Grafted Paper Shell Varieties.

PECANS.	Port	Pointed	Pointer	Polish	Polite
	4 to 5 feet	3 to 4 feet	2 to 3 feet	18 to 24 in.	12 to 18 in.
One Year	\$85 Per 100	\$60 Per 100	\$45 Per 100	\$40 Per 100	\$35 Per 100
Stuart.....				10	60
Ga. Giant.....					80
Van Deman.....				120	250
Frotscher.....				60	50
Moneymaker.....		80	80	360	330
Pabst.....				120	270
Teche.....				100	140

~~Orders will not be accepted for less than \$5.00 worth of these Pecans unless included in order for other trees.~~

~~The price of Taylor \$10 per 10. Orders for Taylor will not be received for less than 10. The Taylor carries the highest score of any nut so far passed upon.~~

50,000 PECAN SEEDLINGS. Gulf Coast Thin Shell.

We have a very fine lot of two and three year old seedlings grown at Huntsville. These trees are grown from selected nuts collected along the Gulf Coast in Southern Mississippi and Louisiana, where the choicest thin shell nuts are produced. We can supply any size from one foot upward to five feet.

	CIPHER	Per 1000
Two and three years, 12 to 18 inches.	Patent	\$35 00
Two and three years, 18 to 24 inches.	Paddle	45 00
Two and three years, 24 to 30 inches	Pebble	50 00
Two and three years, 3 to 4 feet.	Pellet	65 00
Two and three years, 4 to 5 feet.	Petted	70 00

HUNTSVILLE ROSES.

Huntsville Roses.	{	No. 1	No. 1½	No. 2
Field Grown		Per M \$80	Per M \$60	Per M \$20
Very Fine.				

Marechal Neil, 10 cents...	...	...	...	SOLD
Baby Rambler, 12½ cts...	...	...	...	SOLD
Coquette des Alps	...	...	...	SOLD
Mar. P. Wilder	...	...	...	SOLD
Gen. Jacqueminot	...	...	...	SOLD
Paul Neyron	...	...	...	SOLD
Ulrich Brunner	...	...	...	SOLD

HEIKES-BILOXI NURSERIES COMPANY,
Biloxi, Mississippi.

Address all correspondence on business with these Nurseries to
W. F. HEIKES, Manager, Huntsville, Ala.

On stock grown at Biloxi, for delivery in the Fall, the freight is to be paid from there by the buyer. The prices of boxes and baling to be added to quotations. Terms and conditions are the same as for the Huntsville Wholesale Nurseries.

MAGNOLIA GRANDIFLORA.

Magnolia Grandiflora	Mattock	Mallet	Manger	Martin	Marble	Master
	4 to 5 feet	3 to 4 feet	2 to 3 feet	18 to 24 in.	12 to 18 in.	6 to 12 in.
	\$25 Per 100	\$20 Pr 100	\$17.50 Pr 100	\$15 Pr 100	\$12.50 Pr 100	\$10 Pr 100

The two feet and up are two years transplanted.	600	750	1200	50	400	...
Smaller sizes, one year transp'd						

These Magnolias are fine, straight, smooth plants with good fibrous roots.

FIGS. One Year.

FIGS. One Year.	Soon	Sonnet	Safety	Saddle
Grown from Cuttings.	4 to 5 feet	3 to 4 feet	2 to 3 feet	1 to 2 feet
	\$75 Per M	\$65 Per M	\$55 Per M	\$50 Per M
	200	600	3000	2500

VARIETIES—Celestial. This is the best variety for preserving and canning and makes the healthiest, hardiest tree.

PECANS—One Year. Best Grafted Paper Shell Varieties.

PECANS.	Gadder	Gabble	Gallon	Gallic	Gaston	Garter
One Year.	5 to 6 feet	4 to 5 feet	3 to 4 feet	2 to 3 feet	18 to 24 in.	12 to 18 in.
	\$100 Pr 100	\$85 Pr 100	\$60 Pr 100	\$45 Pr 100	\$40 Pr 100	\$35 Pr 100
Stuart	200	...	...	...	1100	1000
Russell	170	280	850	934	600	600
Taylor	40	10	40	530	460	460
Frotscher	...	...	...	...	700	700
Pabst.	44	...	20	547	450	450
Moneymaker.	100	...	...	...	130	130
Teche.	...	...	14	...	...	...
Pride of Coast	...	...	100	42	43	43
Van Deman.	...	...	...	...	50	50

JAPANESE PERSIMMONS—One Year.

Japanese Persimmons	Jessamine	Jasper	Jargon
One Year.	4 to 5 feet	3 to 4 feet	2 to 3 feet
	Per 100 \$12.50	Per 100 \$10	Per 100 \$7.50
Hiyakume	...	...	...
Tane-nashi	...	...	...
Zengi	...	...	...

Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

RATES.—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred. Orders requiring 300 trees or more, and not less than 10 of a variety, will be filled at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

SEASON.—Our packing and shipping season begins by the 20th of September, and continues until about the first of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

SHIPPING DIRECTIONS.—We respectfully beg our patrons to furnish us with explicit directions as to shipping, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of Trees and Plants after a proper shipment by us.*

RELEASE.—When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.

PACKAGES.—The cost of package must be added to the prices quoted in this list, as follows:

Boxes 30 inches square, from 7½ to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 25c. to 75c. each.

PACKING.—Goods will be packed in moss or "Shingle Tow," and especial care taken to insure their arrival in the best condition.

ASSORTMENTS.—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

CAUTION.—We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

TERMS.—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible

prompt-paying customers. Parties with whom we have had no business transactions, will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers, who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

FORMS OF PAYMENT.—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add $\frac{1}{4}$ of one cent, to the amount of the bill for the cost of collection.

GRADES.—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.

GUARANTEE OF GENUINENESS.—While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

ACCEPTANCE.—Notice should be sent us by telegraph, at our expense, if there is any cause of complaint, or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.